

## **ATTACHMENT 1**

**(Lists of Univision, Telefutura and Telemundo O&Os)**

**UNIVISION BROADCAST COVERAGE  
2003**

<u>Full Power Stations</u>							
<u>Owned &amp; Operated</u>	<u>Mkt Rank</u>	<u>Call Letters</u>	<u>Channel</u>	<u>Entravision Holdings</u>	<u>Mkt Rank</u>	<u>Call Letters</u>	<u>Channel</u>
LOS ANGELES	1	KMEX	34	McALLEN	10	KNVO	48
NEW YORK	2	WXTV	41	ALBUQUERQUE	11	KLUZ	41
MIAMI	3	WLTW	23	EL PASO	13	KINT	26
HOUSTON	4	KXLN	45	DENVER	16	KCEC	50
CHICAGO	5	WGBO	66	ORLANDO	19	WVEN	26
DALLAS	6	KUVN	23	TAMPA	20	WVEA	62
SAN ANTONIO	7	KWEX	41	AUSTIN (2)	21	KAKW	62
SAN FRANCISCO	8	KDTV	14	BOSTON	22	WUNI	27
PHOENIX	9	KTVW	33	CORPUS CHRISTI	23	KORO	28
FRESNO	14	KFTV	21	LAS VEGAS	25	KINC	15
SACRAMENTO	15	KUVS	19	HARTFORD	27	WUVN	18
PHILADELPHIA	17	WUVP	65	MONTEREY-SALINAS	29	KSMS	67
ATLANTA	26	WUVG	34	LAREDO	34	KLDO	27
RALEIGH-DURHAM (1)	44	WUVC	40	YUMA	35	KVYE	7
CLEVELAND	53	WQHS	61	ODESSA-MIDLAND	36	KUPB	18
				SANTA BARBARA	38	KPMR	38
				PALM SPRINGS	43	KVER	4
<u>Independently Owned Affiliated Stations</u>							
				Salt Lake City (Price)	33	KUTH	12
<b>Total Full-Power O &amp; O's</b>			<b>15</b>	<b>Total Full-Power Affiliates</b>			<b>18</b>
<b>Total Full-Power</b>			<b>33</b>				

<u>Low Power Stations</u>							
<u>Owned &amp; Operated</u>	<u>Mkt Rank</u>	<u>Call Letters</u>	<u>Channel</u>	<u>Entravision Holdings</u>	<u>Mkt Rank</u>	<u>Call Letters</u>	<u>Channel</u>
SAN FRANCISCO	8	KDTV	28	SAN DIEGO	14	KBNT	17
DALLAS	6	KUVN	47	SAN DIEGO	14	KHAX-LP	49
PHOENIX	9	KTVW	6	WASHINGTON D.C.	18	WMDO	30
AUSTIN	21	KDAS	31	ORLANDO	19	WVCI-LP	16
TUCSON	25	KUVE	38	TAMPA	20	WVEA-LP	61
BAKERSFIELD	32	KABE	31	COLORADO SPRINGS	37	KGHB	27
				LUBBOCK	39	KBZO	51
				AMARILLO	42	KEAT	22
				PALM SPRINGS	43	KVES	28
				RENO	55	KNVV	41
				SAN ANGELO	73	KEUS	31
<u>Independently Owned Affiliated Stations</u>							
				PORTLAND	32	KKEI	38
				PORTLAND	32	KPOU	16
				YAKIMA	47	KKWA	49
				YAKIMA	47	KKFQ	2
				YAKIMA	47	KORX	16
				HONOLULU	60	KHILU	60
				CHICO-REDDING	77	K28FN	28
				VICTORIA	84	KUNU	21
<b>Total Low-Power O &amp; O's</b>			<b>6</b>	<b>Total Low-Power Affiliates</b>			<b>19</b>
<b>Total Low-Power</b>			<b>25</b>				

<b>Total O&amp;O's</b>			<b>21</b>	<b>Total Affiliates</b>			<b>37</b>
<b>Grand Total</b>			<b>58</b>				

(1) Station will begin broadcasting Univision programming on June 1, 2003.

(2) Station is licensed to Killeen in Waco and will be moved to serve the Austin DMA during the next two years.

Updated: 5/12/03

TELEFUTURA BROADCAST COVERAGE  
2003

Full Power Stations								
Owned & Operated	Market Rank	Call Letters	Channel	Entravision Holdings	Market Rank	Call Letters	Channel	
LOS ANGELES	1	KFTR	46	EL PASO	13	KTFN	65	
NEW YORK	2	WFUT	66					
NEW YORK	2	WFTY	67					
MIAMI	3	WAMI	69					
HOUSTON	4	KFTH	67					
CHICAGO	5	WXFT	60					
DALLAS	6	KSTR	49					
SAN FRANCISCO	8	KFSF	66					
PHOENIX	9	KPPH	13					
ALBUQUERQUE	11	KTFQ	14					
FRESNO	14	KTFE	61					
SACRAMENTO	15	KFTL	64					
DENVER	16	KTFD	14					
WASHINGTON D.C.	18	WFDC	14					
ORLANDO	19	WOTF	43					
TAMPA	20	WFTT	50					
BOSTON	22	WUTF	66					
TUCSON	24	KFTU	3					
Total Full-Power O & O's			18	Total Full-Power Affiliates				1
			Total Full-Power					19
Low Power Stations								
Owned & Operated	Market Rank	Call Letters	Channel	Entravision Holdings	Market Rank	Call Letters	Channel	
SAN ANTONIO	7	KNIC	17	ALBUQUERQUE	11	KTFA	48	
SAN ANTONIO	7	KFTO	47	DENVER	16	KDVT	36	
SAN ANTONIO	7	KASDX	45	CORPUS CHRISTI	23	KCRP	41	
PHOENIX	9	KPPH	35	LAS VEGAS	25	KELV	27	
FRESNO	14	KTFE	41	HARTFORD	27	WUTH	47	
PHILADELPHIA	17	WFFA	26	SALINAS-MONTEREY	29	KDJT	33	
TUCSON	24	KTAZ	34	SANTA BARBARA/SANTA MARIA	38	K28FK	28	
BAKERSFIELD	30	KTFB	4	SANTA BARBARA/SANTA MARIA	38	K100G	10	
BAKERSFIELD	30	KBTF	52	SANTA BARBARA/SANTA MARIA	38	K21EX	21	
				SANTA BARBARA/SANTA MARIA	38	K3SER	35	
				SANTA BARBARA/SANTA MARIA	38	KTSB	43	
				PALM SPRINGS	43	KEVC	5	
				SAN ANGELO	73	KANG	41	
Independently Owned Affiliated Stations								
				SACRAMENTO	15	KEXT	27	
				AUSTIN	21	KBVO	51	
				AUSTIN	21	KHPB	45	
				AUSTIN	21	KHPX	28	
				AUSTIN	21	KHPG	31	
				AUSTIN	21	KHPL	40	
				AUSTIN	21	KHPZ	15	
				AUSTIN	21	KHPM	40	
				PORTLAND	32	KOXO	51	
				YUMA	35	KAJB	54	
				FT MYERS	46	WLZE	65	
				FT MYERS	46	WTIG	2	
				TALLAHASSEE	106	WS3BS	53	
				CHARLESTON	132	WJEA	12	
Total Low-Power O & O's			9	Total Low-Power Affiliates				27
			Total Low-Power					36
Total O&O's			27	Total Affiliates				28
			Grand Total					55

\* Acquisition in process

6/19/2003

**TELEMUNDO BROADCAST COVERAGE**  
2nd Quarter 2003

Full Power Stations							
Owned & Operated	Hisp Mkt Rank	Call Letters	Channel	Affiliate	Hisp Mkt Rank	Call Letters	Channel
LOS ANGELES	1	KVEA	52	McALLEN	10	KTLM	40
NEW YORK	2	WNJU	47	ALBUQUERQUE	11	KTEL	25
MIAMI	3	WSCV	51	SAN DIEGO*	12	XHAS	33
HOUSTON	4	KTMD	47	EL PASO	13	KTVO	48
CHICAGO	5	WSNS	44	PHILADELPHIA	17	WWSI	62
DALLAS	6	KXTX	39	LAS VEGAS	25	KBLR	39
SAN ANTONIO	7	KVDA	60	SANTA BARBARA	38	KTAS	33
SAN FRANCISCO	8	KSTS	48				
PHOENIX	9	KPHZ	11				
FRESNO (MERCED)	14	KNSO	51				
DENVER	16	KMAS	24				
BOSTON	22	WNEU	60				
TUCSON	24	KHRR	40				
Total Full-Power O & O's			13	Total Full-Power Affiliates			7
Total Full-Power			20				
Low Power Stations							
Owned & Operated	Hisp Mkt Rank	Call Letters	Channel	Affiliate	Hisp Mkt Rank	Call Letters	Channel
PHOENIX	9	KDRX	48	ALBUQUERQUE	11	KTEL-LP	53
DENVER	16	KMAS-LP	63	SANTA FE	11	K52BS	52
DENVER	16	KSBS	67	SACRAMENTO	15	KCSO	33
MONTEREY-SALINAS	29	K15CU	15	WASHINGTON D.C.	18	WZDC	64
SALT LAKE	33	KEJT	48	ORLANDO	19	WTMO	40
PUEBLO	37	K34FB	34	TAMPA	20	WRMD	49
COLORADO SPRINGS	37	K49CJ	49	BOSTON	22	WTMU	32
SANTA MARIA	38	K27EI	27	CORPUS CHRISTI/	23	K68DJ	68
RENO	55	K52FF	52	ALICE/KINGSVILLE/	23	K38EB	38
				BEEVILLE/REFUGIO	23	K49DV	49
				ATLANTA	26	W67CI	67
				HARTFORD	27	WRDM	13
				MONTEREY-SALINAS	29	KMUV	23
				SALT LAKE	33	KULX	51
				YUMA/EL CENTRO	35	KESE	35
				ODESSA/	36	KTLE	60
				MIDLAND	36	KTLD	49
				LUBBOCK	39	KXTQ	46
				AMARILLO	42	KTMO	36
				PALM SPRINGS	43	KUNA	15
				MILWAUKEE	45	W63CU	63
				PROVIDENCE	48	WRIW	50
				SPRINGFIELD, MA	57	WDMR	65
				ABILENE	67	KTES	40
				VICTORIA	84	KVTX	45
Total Low-Power O & O's			9	Total Low-Power Affiliates			25
Total Low-Power			34				
Total O&O's			22	Total Affiliates			32
Grand Total			54				

\* Non-U.S. station, subject to special requirements.

**ATTACHMENT 2**

**(Affidavit of Ibra Morales)**

STATE OF ILLINOIS:

: ss.

COUNTY OF COOK:

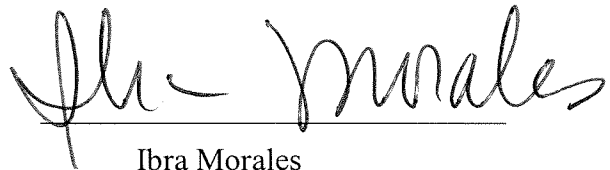
---

**AFFIDAVIT**

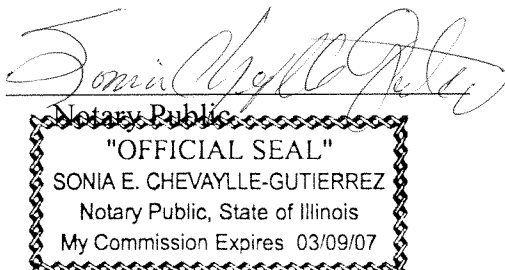
---

IBRA MORALES, being duly sworn, and under penalty of perjury, deposes and says that the following are true and correct to the best of his personal knowledge and belief:

1. I have been President of the Telemundo Stations Group since July 2002.
2. In my experience, Univision's and Entravision's restrictive practices have a direct and negative effect on program diversity and competition in the television market.
3. My understanding is that, with limited exceptions, Univision has exclusive rights to Televisa and Venevision programming within the United States.
4. The Telemundo network has not aired any Televisa-produced or Venevision-produced programming in more than five years.
5. Univision's agreements with Televisa and Venevision also preserves Univision's dominant television position. For instance, in Puerto Rico, where the Telemundo station has access to certain Televisa programming through June 2005, the Telemundo station consistently leads the market.

  
Ibra Morales

Sworn to and subscribed before me this  
19 day of August, 2003



**ATTACHMENT 3**

**(Affidavit of Maria Celeste Arraras)**

**STATE OF FLORIDA:**

**: ss.**

**COUNTY OF MIAMI-DADE:**

---

**AFFIDAVIT**

---

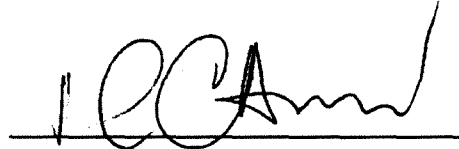
MARIA CELESTE ARRARAS, being duly sworn, and under penalty of perjury, deposes and says that the following statements are true to the best of her personal knowledge and belief.

1. I began working for Telemundo in April 2002 as the host of a news and entertainment show "Al Rojo Vivo". Prior to that, I worked for Univision for approximately 12 years. I left Univision as of February 2002.
2. During my time at Univision, I was prohibited from participating in any events or programs that were to be aired on Telemundo, including one-time-only interviews or special appearances. Univision issued similar directives to all Univision entertainment and news talent.
3. During my time at Univision, I was also prohibited from mentioning Telemundo talent on air. If a story was to air about an event that happen to involve Telemundo talent, I was instructed, along with my co-workers, to edit out any video or sound that showed or made reference to that person. There where instances in which Telemundo talent "slipped" through in a video and the story was stopped before it got to control room and the part was edited out. If a clip with Telemundo talent happened to air in the east coast, the "mistake" was corrected and edited out so that the person was not seen in the west coast.
4. Univision also forbids mention of newsworthy events that involve Telemundo directly or indirectly. For example, when I was with Univision, I suggested that the Univision news show I anchored ("Primer Impacto") do a story about the incredible success of "Betty La Fea" a novela that was making ratings history in Colombia. This subject was newsworthy in itself and had the added news value that the subject was a first for Hispanics. My producer approved the story right away and we produced a piece in Colombia. The day before we were to air the



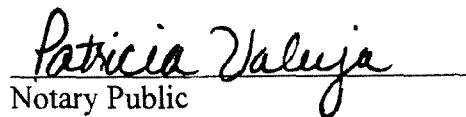
piece, Univision's programming department learned that Telemundo had bought the rights to air "Betty La Fea" in the United States. Thus, we were forbidden from airing the piece. However, at times they have aired newsworthy stories that reflect negatively on Telemundo, for example the house arrest of Telemundo star Laura Bozzo in Peru. Even then they did not mention the name of the network.

5. During my employment at Univision, I was continually reminded that if I ever left Univision for Telemundo, I would forever be bared from returning to Univision network or stations. This is a standard practice issued to all employees at Univision, not just on air talent.



Maria Celeste Arraras

Sworn to and subscribed before me this  
21st day of August, 2003



Notary Public

**PATRICIA VALUJA**  
NOTARY PUBLIC - STATE OF FLORIDA  
COMMISSION # CC970179  
EXPIRES 9/25/2004  
BONDED THRU ASA 1-888-NOTARY1

**ATTACHMENT 4**

**(Affidavit of Saidi Perez)**

**STATE OF FLORIDA:**

**: ss.**

**COUNTY OF MIAMI-DADE:**

---

**AFFIDAVIT**

---

SAIRY PEREZ, being duly sworn, and under penalty of perjury, deposes and says that the following statements are true to the best of her personal knowledge and belief.

1. I am Senior Entertainment Producer for Telemundo Network's news and entertainment show "Al Rojo Vivo." In this role, I regularly book interviews with talent and look for news worthy events for the US Hispanic audience. I have worked for "Al Rojo Vivo" since the show began in May 2002 and have been at Telemundo for 5 years.
2. In the 16 months that I have been at "Al Rojo Vivo" booking interviews with talent that works for Televisa has been close to impossible. On over 20 occasions, I have been turned down for interviews by Televisa talent. We also have tried to book Univision talent for interviews with no success. Gaining access to major Latin stars is important from an news and entertainment show like "Al Rojo Vivo" because we aim to cover the most relevant, news worthy events for the US Hispanic audience and because we are often unable to provide a different viewpoint on a story without an interview.
3. For example, last year Angelica Maria (who has an exclusive agreement with Televisa) granted us an interview in her home in Mexico. We flew to Mexico to meet her only to be told that she was sorry but that she had realized that we were from Telemundo and she has an exclusive agreement with Televisa. Thus, we had no opportunity to interview this Spanish-language celebrity.
4. In August of 2002, Noelia (a Fonovisa recording artist) granted us an interview. One week before the agreed interview date, Noelia's manager called to cancel the interview and explained that Noelia was a Fonovisa recording artist so she was forbidden from interviewing with Telemundo. Thus, we had no opportunity to interview this Spanish-language music artist.

5. In January of this year, BMG granted us the exclusive right to first air Millie Corretjer's video "En Cuerpo y Alma". On January 21, 2003, BMG called to rescind the rights to air the video citing that Univision had told them that it could not run as Millie Corretjer's husband who appeared in the video had a relationship with Univision. The video premiered on Univision.

S. Culeman Py

Sairy Perez

Sworn to and subscribed before me this  
20th day of August, 2003

Patricia Valuja  
Notary Public

PATRICIA VALUJA  
NOTARY PUBLIC - STATE OF FLORIDA  
COMMISSION # CC870179  
EXPIRES 8/25/2004  
BONDED THRU ASA 1-888-NOTARY1

**ATTACHMENT 5**

**(Affidavit of Marlene Moreno)**

**STATE OF FLORIDA:**

**: ss.**

**COUNTY OF MIAMI-DADE:**

---

**AFFIDAVIT**

---


MARLENE MORENO, being duly sworn, and under penalty of perjury, deposes and says that the following statements are true and correct to the best of her personal knowledge and belief:

1. I am Director of Advertising for the Telemundo network. In that role, I purchase radio advertising time for Telemundo network in Telemundo's owned-and-operated station markets and have personal knowledge of such purchases during the last two years.
2. In 2002, Telemundo spent 74 percent of its promotional budget on radio advertising time (the "Radio Budget"). More than 99 percent of the Radio Budget went to six radio entities: Hispanic Broadcasting Corporation ("HBC"), Spanish Broadcasting Systems, Inc. ("SBS"), Entravision, Radio Unica (local and network), Liberman and Futbol de Primera.
3. Each of these six entities programs virtually entirely in Spanish and intends to attract the Spanish-language radio consumers, including Spanish-only consumers.
4. In 2002, 47 percent of Telemundo's Radio Budget was spent on HBC radio stations, and roughly 10 percent on Entravision radio stations. Telemundo spent roughly 30 percent of the Radio Budget on SBS radio stations, which are located in only seven markets, and between 3 to 6 percent on each of the other named radio entities.
5. Because Entravision and HBC radio stations constitute the leading Spanish-language radio stations in many markets, and because some Spanish-only consumers cannot access general market stations, loss of access to HBC and Entravision stations cannot be replaced through a shift of spending on other radio stations.
6. However, in the recent past, Entravision radio stations in certain markets have refused to accept any Telemundo promotional advertising for significant periods of time.
7. In Denver, Colorado, Entravision radio stations rejected all Telemundo advertising from December 2000 – when Telemundo launched its owned-and-operated full-power station as a new entry in the market – until September 2001.

8. In September 2001, an order was placed and accepted. The order ran for two weeks, from September 18 to September 28. A second order was placed and ran until October 24, 2001.
9. On October 29, 2001, Telemundo placed its order for the November 2001 ratings sweeps period. Entravision refused the order, thus denying Telemundo access to Entravision stations during the crucial November rating period.
10. Faced with the loss of access in Denver, Telemundo cancelled radio advertising from Entravision stations in three other markets where HBC offered reasonable alternatives to Entravision radio station coverage: Los Angeles, Chicago and San Francisco.
11. Telemundo then entered into negotiations with Entravision, in hopes of restoring access to Entravision's Denver stations.
12. Telemundo was not able to place new promotions on Entravision's radio stations in Denver until January 2002.
13. Telemundo currently is able to place advertising on Entravision's Denver radio stations. In 2002, despite these issues, Telemundo still spent roughly 75 percent of its Denver radio budget on Entravision's stations, as there were no other similarly effective means of reaching potential Telemundo viewers. In 2003, the percentage spent on Entravision in Denver has increased.
14. Loss of promotional access to Entravision and HBC stations in many key markets -- including Denver, San Francisco, Dallas, and San Antonio -- will cripple Telemundo's promotional efforts in those markets. In Phoenix, the current situation is similar to that of Denver in 2001. Telemundo has just launched its full-power owned-and-operated station in the Phoenix market, along with a Class A facility. Denial of access to Entravision and HBC radio stations in Phoenix would constitute an irreplaceable loss to Telemundo's efforts to bring, for the first time, real Spanish-language television competition to Phoenix.

  
Marlene Moreno

Sworn to and subscribed before me this  
18 day of August, 2003

  
Notary Public

**PATRICIA VALUJA**  
NOTARY PUBLIC - STATE OF FLORIDA  
COMMISSION # CC970179  
EXPIRES 9/25/2004  
BONDED THRU ASA 1-888-NOTARY1

## **ATTACHMENT 6**

**(HBC-Entravision Radio Holdings by Market)**



**RADIO OUTLETS ACCESSIBLE TO SPANISH-ONLY CONSUMERS**  
**(Based on Commercial Full-Power Spanish Language Stations in Telemundo O&O Markets<sup>1</sup>)**

Television/Radio Market <sup>2</sup>	Hispanic Rank	HBC Stations	Entravision Stations	Total Stations Available	% HBC/Entravision Stations
Los Angeles	1	5	4	19	47%
New York	2	2	--	5	40%
Miami	3	4	--	11	36%
Houston	4	6	--	13	46%
Chicago	5	3	2	10	50%
Dallas-Ft Worth	6	6	5	12	92%
San Antonio	7	5	--	9	56%
San Francisco	8	4	2	9	67%
Phoenix	9	4	4	9	89%
El Paso <sup>3</sup>	13	3	2	6	83%
Merced	14	1	4	10	50%
Denver	16	--	3	5	60%
Boston	22	--	--	1	--
Tucson	24	2	1	8	38%
TOTAL (w/o El Paso)		42	25	121	55%

<sup>1</sup> Data from [www.insideradio.com](http://www.insideradio.com). Spanish-dominant market (Puerto Rico) not included.

<sup>2</sup> Unless otherwise noted, radio market used is that including the lead city in the name of the DMA or, in the case of Fresno, the community of license of the Telemundo station.

<sup>3</sup> Telemundo has no O&O in El Paso DMA, but included for reference in light of Council Tree affidavit.

**ATTACHMENT 7**

**(Affidavit of Julie Scheff)**

### DECLARATION

I, Julie Scheff, under penalty of perjury, declare that the following statements are true to the best of my personal knowledge and belief:

1. I am a marketing consultant with Council Tree Communications VI, L.P. ("Council Tree"), licensee of KTYO(TV), Channel 48, Las Cruces, NM (the "Station"), serving the El Paso, Texas DMA.
2. The Station was acquired by Council Tree as of July 17, 2001.
3. From that time until April 2003, the Station never has advertised its programming on either of Entravision's two Spanish-language radio stations in the El Paso market.
4. In April 2003, Telemundo 48, for the first time since Council Tree acquired the Station, sought advertising from Entravision's AM and FM Station. Attached is a copy of that offer.
5. When Council Tree promptly acted on Entravision's offer, Entravision withdrew its offer. At that time, Entravision personnel explained that it was withdrawing the offer because of the competition between Telemundo and Univision (and Telefutura).
6. Accordingly, the Station is still not able to advertise on Entravision's radio stations in the market. Instead, the Station has devoted more than 50 percent of its radio advertising budget to the three Spanish-language radio stations owned by Hispanic Broadcasting Corporation in El Paso.
7. Based on its ongoing experiences with Entravision, Council Tree expects that, upon Univision's acquisition of HBC, Council Tree will no longer be able to promote Telemundo on either HBC or Entravision in the El Paso market unless the Commission intervenes.
8. Other than HBC's 3 stations and Entravision's 2 stations, there is only one other full-power U.S.-based Spanish-language radio station - KVIV(FM), a small religious station, that is rated in the market.

  
\_\_\_\_\_  
Julie Scheff

August 18, 2003

**Ferrucom****Avail Request**

**FROM:** Julie Scheff 303/295-3256 ph Julie@ferrucom.net  
Ferrucom, LLC 303/295-7899 fax

**DATE:** May 12, 2003

**SUBJECT:** El Paso Client

---

Below are the details for our El Paso Client. Please review and let me know if you have any questions. Thanks!!

**Demo:** Male / Female 18-49, Spanish Dominant

**Market:** El Paso Hispanic

**CPP:** \$24 gross

**Total TRPS:** 300 (150 per week)

**Freq. Goal:** 4x / week (per station)

**Spot length:** :60

**Flight Dates:** Sweeps week in August and November

**Dayparts:** AM 30%  
MD 20%  
PM 20%  
EV/WK/RT 30%

**NEED BY: ASAP**

11/01/11

9155324970 10-

RECEIVED 04-11-11 03 14:02 FROM-



Ben Van Horn, Account Executive  
5426 N. Mesa Street El Paso, Texas 79912  
915.231.2408 915.532.4970 Fax  
bvanhorn@entravision.com

# FAX

**To:** Julie Scheff

**From:** Ben Van Horn

**Fax:** 303-295-7899

**Pages:** 11

**Phone:** 303-295-3256

**Date:** 04/11/2003

**Re:** Ferrucom Marketing

**CC:**

**Good afternoon Julie,**

**Attached is all the info you requested for our stations at Entravision El Paso. Please review and let me know if there is anything else that you may need. Thanks for your consideration and I look forward to speaking with you.**

**Best Regards,  
Ben Van Horn**